

Message Text

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C O N F I D E N T I A L TUNIS 5137

E.O. 11652: GDS
TAGS: BTIO, PARM, TS
SUBJ: GOT INTEREST IN PROCURING FACTORY FOR SMALL ARMS
AMMUNITION PERCUSSION CAPS

1. AT REQUEST OF R LT COL ABBES ATALLAH, CHIEF OF
FOREIGN RELATIONS IN MINISTRY OF NATIONAL DEFENSE
ECONOMIC-COMMERCIAL COUNSELOR CALLED ON HIM JUNE 29
WITH DEFENSE ATTACHE. ATALLAH PROVIDED COUNSELOR WITH
CLASSIFIED DOCUMENT STATING THAT MINISTRY PROPOSES TO
CONTRACT FOR INSTALLATION AND START UP OF FACTORY TO
PRODUCE PERCUSSION CAPS FOR CARTRIDGES AND REQUESTS
PROPOSALS NO LATER THAN DECEMBER 31 OF THIS YEAR.

2. INFORMAL TRANSLATION OF FRENCH TEXT OF NOTE FOLLOWS:
"THE MINISTOY OF NATIONAL DEFENSE PROPOSES TO ESTABLISH,
ON A "PRODUCT IN HAND" BASIS, A PLANT TO PRODUCE PERCUSSION
CAPS FOR DIFFERENT TYPES OF MILITARY AND CIVILIAN
CARTRIDGES, NOTABLY FOR 5.56 MILLIMETER CALIBER MILITARY
CARTRIDGES. THE CAPACITY OF THIS PLANT WOULD BE BETWEEN
10 AND 20 MILLION UNITS PER YEAR. WOULD YOU SEE THAT
WE RECEIVE IN THE SAME (CONFIDENTIAL) FORM, BEFORE
DECEMBER 13, 1978, AN OFFER IN THIS RESPECT, INCLUDING
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--THE COST OF THEMACHINES, INSTALLATIONS, MACHINE
TOOLS, ETC;
--THE COST OF INSTALLATION OF MACHINERY AND PLANT;
--THE COST AND DURATION OF TRAINING OF THE BUYER'S
PERSONNEL;
--THE TIME REQUIRED FOR DELIVERY AND FOR INSTALLATION;
--THE TECHNICAL CHARACTERISTICS OF THE MACHINES AND

INSTALLATIONS;

--THE PLANS FOR THE PREMISES NEEDED FOR THIS PRODUCTION UNIT, AS WELL AS THE SAFETY MEASURES APPROPRIATE FOR THESE FACILITIES; AND,
--THE TECHNICAL SPECIFICATIONS OF THE PERCUSSION CAPS TO BE PRODUCED, INCLUDING THE CONDITIONS OF FIRING.
THE OFFER SHOULD ALSO SPECIFY THE PROCESS OF FABRICATION OF THE PERCUSSION CAPS, I.E., WHETHER WET PROCESS OR DRY PROCESS."

3. COL ATALLAH ASKED THAT EMBASSY BRING THIS TRADE OPPORTUNITY DIRECTLY TO ATTENTION OF POTENTIAL U.S. SUPPLIERS; HE VERBALLY AUTHORIZED DISCLOSURE AS NECESSARY FOR SUCH DISSEMINATION BUT ASKED THAT TRADE OPPORTUNITY NOT BE PUBLISHED.

4. WE WOULD APPRECIATE ADVICE OF DEPARTMENT AS TO BEST WAY TO PROCEED ON THIS MATTER. TO BE AS RESPONSIVE AS POSSIBLE TO GOT REQUEST, WE WOULD WELCOME PROCEDURE UNDER WHICH A WASHINGTON AGENCY WOULD BRING THIS OPPORTUNITY TO ATTENTION OF POTENTIAL SUPPLIERS. HOWEVER, GIVEN MUNITIONS CONTROL CONSIDERATIONS, ACCEPTABLE ALTERNATIVE COURSE OF ACTION WOULD BE FOR COMPETENT WASHINGTON AGENCY TO PROVIDE US WITH NAMES OF U.S. FIRMS WHICH COULD SUPPLY THIS FACILITY AND WHICH MIGHT BE INTERESTED IN RESPONDING TO THIS OPPORTUNITY. GOT THEN COULD
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CONTACT THESE FIRMS DIRCTLY.

5. WE APPRECIATE YOUR ASSISTANCE AND AWAIT YOUR ADVICE.
MULCAHY

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